

**Newstate University and Columbia Southern University (CSU)
Credit Transfer and Course Equivalency Reference**

Newstate University Courses	Newstate University Semester Hours	CSU Undergraduate-Level Course Equivalency*	CSU Credit Hours
AI 100 Introduction to AI and Machine Learning	3	Open Electives	3
AI 101 AI Technologies for Business	3	Open Electives	3
AI 102 Big Data and AI in Business	3	AIT 3302 AI and Big Data	3
AI 200 Marketing Analytics and AI	3	Open Electives	3
AI 201 AI in Consumer and Enterprise Products: Strategy and Development	3	Open Electives	3
AI 202 AI-Powered Decision Making and Business Intelligence	3	AIT 4305 AI Decision Support Systems	3
BUS 100 Principles of Management	3	MGT 2302 Introduction to Management	3
BUS 101 Marketing Fundamentals	3	MKT 3301 Principles of Marketing	3
BUS 102 Economics	3	Social and Behavioral Sciences	3
BUS 103 Organizational Behavior	3	LDR 3302 Organizational Theory and Behavior	3
BUS 104 Applied Data Analysis for Business Decision-Making	3	DAT 3301 Fundamentals of Data Analytics	3
BUS 201 Operations Management	3	MGT 4303 Production Management	3
BUS 202 Business Strategy and Law	3	Open Electives	3
CX 101 Digital Marketing Fundamentals	3	MKT 3302 Internet Marketing Principles	3
CX 102 B2B and B2C Sales	3	Open Electives	3
CX 200 Design Thinking	3	Open Electives	3
CX 201 Digital Marketing	3	Open Electives	3
CX 301 Advanced CX and Design Thinking	3	Open Electives	3
CX 302 Advanced CRM and Data-Driven Marketing Tools	3	Open Electives	3
NUC 103 English Literature	3	Humanities and Fine Arts – Group A or B	3
NUC 104 Great Performances and History	3	Humanities and Fine Arts – Group A or B	3
NUC 105 Public Speaking and Presentations	3	COM 1302 Fundamentals of Speech Communication	3

NUC 106 Psychology in Practice	3	PSY 1301 General Psychology	3
NUC 108 Behavioral Economics and Data	3	Social and Behavioral Sciences	3
NUC 110 American Politics	3	POL 2301 United States Government	3
NUC 111 Contemporary Nations	3	Social and Behavioral Sciences	3
PM 100 Introduction to Project Management	3	MGT 3302 Introduction to Project Management	3
PM 101 Lean Six Sigma Foundations	3	Open Electives	3
PM 102 Project Planning, Scheduling, and Communication Management	3	MGT 4301 Project Planning	3
PM 110 Intermediate Lean Six Sigma	3	Open Electives	3
PM 111 Project Risk and Quality Management	3	Open Electives	3
PM 112 Project Management: Cost, Stakeholder, and Team Leadership	3	Open Electives	3
Newstate University Courses	Newstate University Semester Hours	CSU Graduate-Level Course Equivalency*	CSU Credit Hours
MBAI 100 Organizational Behavior and Leadership	3	MGT 6301 Organizational Research and Theory	3
MBAI 104 Business Technology and AI	3	Master's General Concentration or Open Electives**	3
MBAI 105 AI for Decision-Making	3	Master's General Concentration or Open Electives**	3
MBAI 106 Operational Management and Process Improvement	3	Master's General Concentration or Open Electives**	3
MBAI 107 Business Law and Human Resource Management	3	HRM 6301 Human Resource Management Methods	3
MBAI 109 Financial Management and Business Strategy	3	FIN 5301 Financial Management for Innovations and Business Development	3

* CSU Course Equivalency/General Notes:

- CSU will accept only the specific Newstate University courses listed in this agreement for transfer credit.
- A Newstate University transcript is required to determine credit eligibility.
- Certain Newstate University courses may qualify as Program Electives in select CSU degree programs.
- Newstate University courses in general education areas, such as Math or Social/Behavioral Sciences, may not transfer as shown if the selected CSU program requires specific courses in those areas; however, they may still be applied as Open Electives.
- Transfer credit will be awarded based on CSU degree requirements at the time of enrollment, current transfer credit policy, and applicability to the student's degree plan, all of which are subject to change.

** Newstate University graduate courses are applicable to CSU master's programs with Open Electives or General Concentration categories that do not require specific CSU courses.